
[Return to the USPTO NPL Page](#) | [Help](#)

Basic

Advanced

Topics

Publications

☐ My Research
0 marked items

Interface language:

English

Databases selected: Multiple databases...

Results – powered by ProQuest® Smart Search

Suggested Topics [About](#)< Previous | [Next >](#)

Browse Suggested Publications

< Previous | [Next >](#)[Bids](#)[Bids AND Auctions](#)[Bids AND Economic models](#)[Bids AND Contractors](#)[Journal of Nuclear Medicine \[NLM - MEDLINE\]](#)[The Rand Journal of Economics: Mount Morris](#)[Contractor: Newton](#)6 documents found for: *phantom bidding* >> [Refine Search](#) | [Set Up Alert](#)
☒ All sources
 ☒ Newspapers
 ☒ Dissertations

☐ Mark all
 ☒ 0 marked items: Email / Cite / Export

☒ Show only full text
Sort results by: [Most rec](#)

-
- ☐ 1. **[Auctioneers defend 'phantom bidding': \[3 Edition\]](#)**
[Evening Post](#). Wellington, New Zealand: Jul 22, 2000. p. PP.2
☒ [Full text](#) ☒ [Abstract](#)
-
- ☐ 2. **[Phoney bids used 'to talk market up': \[1 Edition\]](#)**
[Dominion](#). Wellington, New Zealand: May 27, 2000. p. 6
☒ [Full text](#) ☒ [Abstract](#)
-
- ☐ 3. **[Fake bids on homes 'are legal': \[1 Edition\]](#)**
[The Press](#). Christchurch, New Zealand: May 27, 2000. p. 8
☒ [Full text](#) ☒ [Abstract](#)
-
- ☐ 4. **[Essays on the spatial organization of industries](#)**
 by *Dinlersoz, Emin Murat*, Ph.D., **[The University of Rochester](#)**, 2000, 76 pages; AAT 9985787
☒ [Abstract](#) ☒ [24 Page Preview](#) ☒ [Page Image - PDF](#) ☒ [Order a c](#)
-
- ☐ 5. **[Selecting the winner in Texas school milk procurement auctions: Theory and evidence](#)**
 by *Tichy, Lisa Katharina*, Ph.D., **[Brown University](#)**, 2000, 83 pages; AAT 9987852
☒ [Abstract](#) ☒ [24 Page Preview](#) ☒ [Page Image - PDF](#) ☒ [Order a c](#)
-
- ☐ 6. **[Essays in auctions and procurement: An analysis of bidding rings, left bids, stochastic properties of bids, and two step structural estimators of bidding for contracts](#)**
 by *Deltas, George M.*, Ph.D., **[Yale University](#)**, 1996, 286 pages; AAT 9632471
☒ [Abstract](#) ☒ [24 Page Preview](#) ☒ [Page Image - PDF](#) ☒ [Order a c](#)
-

1-6 of 6

Want to be notified of new results for this search? [Set Up Alert](#)

Results per

Did you find what you're looking for? If not, [refine your search](#) below or try these suggestions.Suggested Topics [About](#)< Previous | [Next >](#)

Browse Suggested Publications

[About](#)

< Pre

[Bids](#)[Bids AND Auctions](#)[Bids AND Economic models](#)[Bids AND Contractors](#)[Journal of Nuclear Medicine \[NLM - MEDLINE\]](#)[The Rand Journal of Economics; Mount Morris](#)[Contractor; Newton](#)

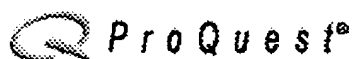
Basic Search

Tools: [Search Tips](#) [Browse Topics](#) [1 Recent Searches](#)

Database: [Select multiple databases](#)Date range: Limit results to: ☐ Full text documents only ☐ Scholarly journals, including peer-reviewed  [About](#)[More Search Options](#)

Copyright © 2006 ProQuest Information and Learning Company. All rights reserved. [Terms and Conditions](#)

[Text-only interface](#)

[Return to the USPTO NPL Page](#) | [Help](#)

Basic **Advanced** **Topics** **Publications** ☐ **My Research**
0 marked items

Interface language:

English ▼

Databases selected: Multiple databases...

Document View<< [Back to Results](#)< [Previous](#) Document 2 of 6 [Next](#) >[Publisher Information](#) **Print** **Email**☐ **Mark Document** **Abstract**, **Full Text**

Phoney bids used `to talk market up'; [1 Edition]**Dominion.** Wellington, New Zealand: May 27, 2000. pg. 6>> [Jump to full text](#) >> Translate document into: ▼>> [More Like This](#) - Find similar documents

Document types: NATIONAL
Section: NEWS
Publication title: Dominion. Wellington, New Zealand: May 27, 2000. pg. 6
Source type: Newspaper
ProQuest document ID: 54316674
Text Word Count: 421
Document URL: [http://proquest.umi.com/pqdweb?
did=54316674&sid=1&Fmt=3&clientId=19649&RQT=309&VName=PQD](http://proquest.umi.com/pqdweb?did=54316674&sid=1&Fmt=3&clientId=19649&RQT=309&VName=PQD)

Abstract (Document Summary)

PHANTOM bidding is under the spotlight after allegations that New Zealand's highest-profile real estate salesman used a fake bidder to help sell a property at nearly \$1 million.

Auckland salesman Michael Boulgaris was shown selling a property with a \$950,000 reserve price at auction on the television programme Location, Location, Location. There are suggestions vendor bidding was used.

"It takes the form of either the auctioneer picking a bid out of the air, in other words there's no one bidding at all at the particular time, or the real estate agent having stoolies in the audience making phoney bids.

Full Text (421 words)*Copyright Independent Newspapers, Ltd. May 27, 2000*

PHANTOM bidding is under the spotlight after allegations that New Zealand's highest-profile real estate salesman used a fake bidder to help sell a property at nearly \$1 million.

Auckland salesman Michael Boulgaris was shown selling a property with a \$950,000 reserve price at auction on the television programme Location, Location, Location. There are suggestions vendor bidding was used.

However, Consumers' Institute chief executive David Russell said the practice was widespread and perfectly legal - "it happens all the time".

"It takes the form of either the auctioneer picking a bid out of the air, in other words there's no one bidding at all at the particular time, or the real estate agent having stoolies in the audience making phoney bids.

"It's really talking up the market to get it to the reserve price and thereafter they obviously stop bidding, because if

they make a phoney bid and it's knocked down to them then they're caught with it."

Occasionally agents kept bidding past the reserve, Mr Russell said.

"Some of these people are gamblers, you could use the term gamble, and if they sniff the market and if they think they can get another five grand out of it then they'll go for it," he said.

Real Estate Institute president Max Oliver said vendor bids -- the industry's preferred term -- were part of the auctioneer's skills.

"All astute and experienced auctioneers would use it because you're working for the vendor and unless you can get it up to the reserve price obviously you aren't going to sell it," he said.

The list of rules read before each auction referred to vendor or auctioneer's bids, Mr Oliver said.

In Australia, buyers were more confident dealing with auctioneers, Mr Oliver said.

"Sometimes people challenge them and say, 'Who did that, where was that bid?' and it's up to the auctioneer. He can say, 'Well it's not yours' or he can say, 'Well it was a vendor's bid' depending on how good he is and how he feels the bidding is going."

Mr Russell advised buyers to go to auctions and watch the psychology before they got stuck in themselves.

"It's really a matter of watching who's doing the bidding, who's talking to whom.

"One of my staff went to an auction in Wellington and two-thirds of the people there were from the real estate agencies having a grand old time.

"You can usually tell them, they'll talk among themselves, they behave in a confident way." -- NZPA

Supplied by New Zealand Press Association

More Like This - Find similar documents

Document types: ☐ NATIONAL

Language: ☐ English

Publication title: ☐ Dominion

[^ Back to Top](#)

[<< Back to Results](#)

[< Previous](#) Document 2 of 6 [Next >](#)

[Publisher Information](#)

☐ Mark Document

Copyright © 2006 ProQuest Information and Learning Company. All rights reserved. [Terms and Conditions](#)

[Text-only interface](#)

ProQuest
COMPANY